

# PRASAD SHIVRAM GANGURDE

Senior Business Development Professional | Strategic Sales Leader | Market Expansion Specialist

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## PROFESSIONAL SUMMARY

Dynamic Business Development Leader with 5+ years of proven expertise in driving revenue growth, market expansion, and strategic partnerships across technology-driven industries. Demonstrated success in building sustainable business relationships, managing complex sales cycles, and delivering consistent results in competitive markets. Strong technical acumen combined with exceptional relationship management skills and cross-functional leadership capabilities.

## CORE COMPETENCIES

### Business Development & Sales

- Strategic Market Penetration & Expansion
- Revenue Growth & Sales Forecasting
- Partnership Development & Management
- Lead Generation & Conversion Optimization

### Leadership & Management

- Cross-Functional Team Leadership
- Stakeholder Relationship Management
- Process Optimization & Workflow Design
- Performance Analytics & Reporting

### Technical & Analytical

- Project Estimation & Risk Assessment
- Market Research & Competitive Analysis
- Technical Solution Development
- Policy & Regulatory Framework Navigation

### Client Relations

- Consultative Selling & Needs Assessment
- Customer Success & Retention Management
- Negotiation & Contract Management
- Thought Leadership & Industry Advisory

## PROFESSIONAL EXPERIENCE

### Senior Business Development Manager

August 2024 - February 2025

Bolt.Earth, Mumbai

- **Market Leadership:** Spearheaded business expansion initiatives across multiple industry verticals, achieving significant market penetration and establishing company presence in new sectors
- **Strategic Partnerships:** Developed and maintained high-value partnerships with 15+ enterprise clients, resulting in sustained revenue growth and enhanced market positioning
- **Advisory Excellence:** Provided comprehensive guidance on regulatory compliance and industry best practices, positioning organization as trusted advisor to key stakeholders
- **Revenue Impact:** Contributed to substantial revenue growth through strategic client acquisition and retention programs

### Business Development Manager

February 2024 - August 2024

Tecso ChargeZone, Mumbai

- **Strategic Planning:** Developed comprehensive expansion roadmap identifying growth opportunities across key market segments and geographic regions
- **Market Analysis:** Conducted detailed market assessments and competitive analysis, identifying 20+ strategic opportunities for business growth
- **Process Innovation:** Streamlined lead generation and sales processes, improving conversion rates by 25% and reducing sales cycle duration
- **Network Development:** Successfully expanded business footprint across Maharashtra and neighboring regions through strategic market entry initiatives

### Assistant Manager - Sales & Program Manager

September 2022 - January 2024

LUBI EV Solutions, Mumbai

- **Sales Leadership:** Managed comprehensive sales operations including strategic planning, business development, and portfolio management for existing and new client relationships
- **Performance Management:** Developed accurate sales forecasts and performance metrics, consistently achieving 95%+ quarterly targets
- **Team Development:** Mentored and guided junior team members, driving collective performance improvement and knowledge transfer
- **Data Analytics:** Analyzed operational data to generate actionable insights and performance reports for senior management decision-making
- **Project Coordination:** Successfully managed multiple concurrent projects while maintaining delivery excellence and resource optimization







- Market Intelligence:** Conducted comprehensive market research and competitive analysis to identify high-potential business opportunities across diverse industry sectors
- Sales Pipeline Management:** Built and managed robust sales funnels from lead generation through contract closure, maintaining consistent conversion rates
- Client Acquisition:** Executed multi-channel sales approaches including relationship building, networking, and strategic outreach to expand customer base
- Revenue Optimization:** Identified and capitalized on cross-selling opportunities, increasing average deal value and customer lifetime value
- Strategic Implementation:** Developed and executed targeted sales strategies resulting in measurable revenue growth and enhanced customer satisfaction

EDUCATION

Bachelor of Engineering (B.E.) - Mechanical Engineering  
University of Mumbai | 2016 - 2019

Diploma in Mechanical Engineering  
Maharashtra State Board of Technical Education (M.S.B.T.E.) | 2013 - 2016

KEY ACHIEVEMENTS

- **Revenue Growth:** Consistently exceeded quarterly sales targets with 95%+ success rate across multiple organizations
- **Relationship Building:** Built and maintained strategic relationships with 50+ key industry stakeholders and decision-makers
- **Market Expansion:** Successfully expanded business partnerships across 15+ enterprise projects, contributing to 30% network growth
- **Team Leadership:** Mentored 10+ junior professionals, contributing to overall organizational performance improvement
- **Process Optimization:** Implemented workflow improvements resulting in 25% increase in lead conversion rates
- **Strategic Impact:** Developed and executed market entry strategies that established company presence in new industry verticals

TECHNICAL PROFICIENCIES

Business Systems

CRM Platforms, Sales Analytics Tools, Project Management Software, MS Office Suite

Analytical Tools

Market Research Platforms, Performance Analytics, Financial Modeling, Forecasting Tools

Technical Skills

AutoCAD, Project Estimation Software, Technical Documentation, Specification Analysis

Industry Knowledge

Technology Solutions, Infrastructure Development, Regulatory Frameworks, Market Dynamics

PROFESSIONAL ATTRIBUTES

Strategic Thinking

Ability to identify market opportunities and develop comprehensive business strategies

Relationship Management

Exceptional interpersonal skills with proven ability to build lasting professional relationships

Adaptability

Quick learner with demonstrated success in rapidly evolving industries and market conditions

Results-Oriented

Consistent track record of meeting and exceeding performance targets and business objectives

Leadership

Natural ability to inspire and guide teams toward achieving collective goals and organizational success